

Dr.-Ing Nazeer Saeed, MBA

Senior Solution Engineer - DACH

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Highly skilled Engineer/Manager with a PhD in Robotics and AI, MBA holder and certified as a Project Management Professional PMP®. Proficient in five languages, I bring over nine years of experience in R&D engineering and management, particularly in developing cutting-edge AI, robotics, and data mining technologies, possessing a track record of initiating and managing projects, products, and teams and leveraging my customer-facing skills in marketing and pre-sales roles.

PROFESSIONAL EXPERIENCE

Present June 2022	Senior Solution Engineer DACH/EMEA, NINTEX, Germany - Remote A trusted advisor to the customer in helping them make the right tech decisions that suit their need. <ul style="list-style-type: none">› Created three innovative solutions within the first month and Influenced 2.3M in the first fiscal year.› Collaborated closely with the Global VP of Pre-Sales to develop and present effective engagement strategies for the Sales team.› Delivered the organisation's strategic goals by establishing close cross-functional relationships to ensure strategic alignment on opportunities and customer priorities.› Representing Nintex at webinars and DACH company events, both onsite and online events. RPA Process discovery Process intelligence Process management Automation B2B SaaS Cloud
June 2022 Dec 2021	R&D Engineer/Manager, MIT INSTITUTE, Sweden - Remote <ul style="list-style-type: none">› Initiated, managed and led a cooperation project on my initiative between MIT & Institute of Knowledge-Based Systems and Knowledge Management in process mining and Industry 4.0.› Managed and led the R&D team developing cutting-edge process mining technologies & Industry 4.0 R&D Process Mining Process intelligence Industry 4.0 Python Java Team Lead
June 2022 Nov 2015	R&D Engineer/Manager, Licensing & Marketing Manager, IGI MBH, Germany <ul style="list-style-type: none">› Managed and designed a new product for real-time object detection with Lidar technology.› Managed and led a cutting-edge multi-company project for robotics and AI.› Developed new tools and technologies for existing product TERRAoffice.› Introduced a marketing strategy as a Marketing Manager, representing IGI within all marketing events.› Led the development of point clouds software for an international project AMTEG on behalf of IGI.› Upgraded the existing licensing system as IT specialist and License Manager. R&D Lidar SLAM Mobile Mapping PointCloud Processing C++ Python Marketing Support
May 2019 Jan 2015	R&D Engineer, EZLS INSTITUTE, Siegen, Germany <ul style="list-style-type: none">› Managed and led an R&D project, introducing a Robotic & AI system RoboSemProc for Human-Robot communication.› Designed & managed a cutting-edge Robotics & AI product for robot exploration & plant recognition.› Coordinated and participated as an R&D Engineer in a large-scale multi-institute project ADISTES.› Supervised and mentored masters and diploma students in their thesis projects. Robotics NLP AI Semantic Technology Protégé Python Ontology ROS ROSjava MORSE Java
Aug 2015 Aug 2013	Lecturer & Project Manager, DUHOK POLYTECHNIC UNIVERSITY, Iraq <ul style="list-style-type: none">› Taught computer network and database administrator, and Supervised and mentored diploma students in their thesis projects SQL Oracle Database Mentor Supervisor Network Lecturer
June 2011 June 2009	Co-founder CEO, E-PEYVE GROUP, Iraq <ul style="list-style-type: none">› Co-founded and served as CEO of E-Peyve Group, a company providing IT solutions for web development and computer network projects.

SELECTED PROJECTS

- June 2022
May 2018
- Simultaneous localization and mapping (SLAM) Projects , IGI MBH, Germany**
- > Worked as R&D Manager to design and develop a new product using novel GNSS/IMU Lidar-SLAM algorithm for mobile mapping systems.
 - > Worked as R&D Manager managing a large-scale multi-company/university Semantic-SLAM project creating a new product life for robotics and mobile mapping systems.
- Pointcloud processing and GNSS/IMU georeferencing projects, IGI MBH, Germany**
- > Worked as R&D engineer to develop a set of new functionalities for real-time [TERRAoffice - GNSS/IMU Processing Software](#).
 - > Worked as R&D engineer to developing pointclouds clustering & segmentation software for an air-borne project [AMTEG](#).
- May 2018
Jan 2015
- Robotics & AI PROJECTS, EZLS, UNIVERSITY OF SIEGEN, Germany**
- > Led an R&D project [RoboSemProc](#) project, using semantic technology and NLP to utilize mobile robot's sensory inputs for real-time data collection and Human-robot communication.
 - > Worked R&D engineer developing a cutting edge system for mobile robot exploration & semantic plant recognition project, a [Robotics & AI project](#) developing a system for an autonomous mobile robot exploration, natural plant recognition and online ontology population.
- ADISTES PROJECT, INSTITUTE FOR EMBEDDED & KNOWLEDGE-BASED SYSTEMS, UNIVERSITY OF SIEGEN, Germany**
- > worked as R&D Engineer & Coordinator in large scale multi-institute project [ADISTES](#), Modeling an ontology for active diagnosis for sensor and actuators for distributed embedded real-time systems.

EDUCATION

- March 2024
March 2022
- Global MBA, MANCHESTER METROPOLITAN UNIVERSITY, UK**
- > Masters of Business Administration (MBA).
- May 2019
Jan 2015
- Ph.D., UNIVERSITY OF SIEGEN, Germany**
- > Research title : Semantic description and communication of going around in a simulated world.
 - > **With great praise (MAGNA CUM LAUDE)**
- May 2013
Aug 2011
- M.Sc. Computer science, SHUATS UNIVERSITY, India**
- > Master Thesis : Evaluation of user behavior in trusted cloud computing.
 - > **Award : Gold Medal and Honor Certificate**
- Aug 2008
Oct 2004
- B.Sc. computer science, UNIVERSITY OF DOHUK, Iraq**
- > Bachelor Thesis : Digital library for the University of Dohuk.

LANG. A1 2 B1 2 C1 2

English	● ● ● ● ● ○
German	● ● ● ● ● ○
Arabic	● ● ● ● ● ○
Kurdish	● ● ● ● ● ●
Persian	● ● ● ● ● ●

STRENGTHS

- > Integrity & Leadership
- > Planning & Organizing
- > Adaptability & Creativity
- > Communication & Teamwork
- > Critical Thinking

SKILLS

Management Tools	Nintex Process manager, DevInfo, Microsoft Viso, Primavera
Development Tools	Protégé, Netbeans, Eclipse, Qt creator, SVN, git
Programming	Java (JEE, JSE), C++, Python
Databases	Oracle Database, Semantic Database Model SDM, MySQL